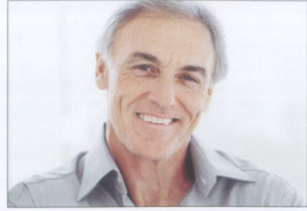


Using the Empire Life Guaranteed Investment Funds for Estate Planning

Meet Jim Henderson



Jim Henderson is retired, in a second marriage, and has two children from his first marriage.

He is planning his estate and has voiced these concerns to his financial advisor:

- Jim hopes to minimize the taxes and expenses on his estate.
- He wants his heirs to receive their inheritance quickly.
- Jim wants to leave certain amounts to his two children privately, outside of the will.

Jim restructured his investment portfolio to include the Empire Life guaranteed investment funds, which addressed all of his concerns.

Also, the death benefit guarantee protects his deposit, the chart on the inside of this page is an example of what would happen in the event of Jim's death.

Empire Life Segregated Funds

Our guaranteed investment funds are Empire Life segregated funds, which have a proven track record of solid performance for more than 40 years.

The fund family includes Canadian, U.S. and Global funds covering all asset classes, and five Portfolio Funds that provide a customized portfolio of funds designed for your specific needs and goals.

Empire Life segregated funds follow a conservative, value-oriented investment management style that suits investors seeking long-term wealth accumulation and capital preservation.

Past performance is no guarantee of future performance. Empire Life Portfolio Funds currently invest in Class A units of the underlying Empire Life segregated funds.

The information in this document is for general information purposes only and is not to be construed as providing legal, tax, financial or professional advice. The Empire Life Insurance Company assumes no responsibility for any reliance made or misuse or omissions of the information contained in this document. Please seek professional advice before making any decision.

A description of the key features of the individual variable insurance contract is contained in the Information Folder for the product being considered. Subject to any applicable Death and Maturity Benefit Guarantee, any part of the premium/deposit or other amount that is allocated to a segregated fund is invested at the risk of the Plan/Contract Owner and may increase or decrease in value according to the fluctuations in the market value of the assets of the segregated fund.



Empire Life™

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Empire Life Investment Funds



Guaranteed Investment Funds for Estate Planning

For investors seeking capital protection and estate planning benefits



Empire Life™

Are you thinking about the legacy you will leave your heirs?

You have spent decades concerned about accumulating assets and preparing for your retirement years.

But when retirement approaches, things change. Your attention shifts from wealth accumulation to wealth preservation.

And when you have certain investments earmarked for your heirs, wealth preservation becomes especially significant.

Investors in their retirement years who are thinking about their estate often ask these questions:

- What is the best way to leave money for a beneficiary?
- How can I protect the value of my investments?
- How can I minimize the taxes and expenses on my estate upon death?

When it comes to your investments, there is a solution that can benefit your estate in several ways ...

Introducing Guaranteed Investment Funds for Estate Planning from Empire Life

An estate plan covers the way you want to own, manage and preserve your assets during your lifetime, and how you want to distribute them to your beneficiaries.

Plans can include reducing estate taxes, updating your will and power of attorney, and making charitable bequests. Solutions may involve life insurance, investments and spousal or family trusts.

Using Empire Life guaranteed investment funds for estate planning is one component. It's a way to protect your investments and distribute them to beneficiaries more quickly, with fewer expenses and greater privacy.

Protect your capital with the death benefit guarantee

With investments such as non-registered mutual funds, the estate can suffer if the owner of the investments passes away during a market downturn.

The Empire Life guaranteed investment funds, however, protect your capital against market volatility.

A "death benefit guarantee" allows you to protect 100% of your net deposits[†]. Upon death, if the value of the investments is less than the protected amount, beneficiaries would still receive the protected amount.

Also, at certain times, you can lock in gains at 75% or 100% of the market value of your investments.* The death benefit guarantee then protects the new, higher value.

Avoid probate and estate fees

Probate fees, paid to the provincial government, can reach 1.5% of the value of the estate. In addition, estate fees may range from about 2% to 6% or more of the estate value. Estate fees usually include fees from an executor, lawyer and accountant.

With the Empire Life guaranteed investment funds, you bypass the probate and estate settlement process. Assets are paid directly to your beneficiaries, eliminating probate and estate fees on your investments.

Transfer assets without delays

In probate, the provincial court confirms the validity of the will and verifies the appointment of the person designated as executor. Often, probate can be very time consuming.

Then add the time involved for the executor to administer the will. All in all, the probate and estate settlement process can take several months, a year or longer. If there are complications, such as contesting the will, the process can literally take years.

With the Empire Life guaranteed investment funds, beneficiaries typically receive proceeds in a matter of a couple of weeks.

Distribute assets with privacy

A probated will is a public document, exposing the personal and financial information it contains.

With the Empire Life guaranteed investment funds, beneficiaries receive proceeds directly, in complete privacy. In many circumstances, distributing assets with privacy helps to ensure harmony among heirs.

The Following chart compares the benefits of segregated funds and mutual funds in the event of a death.

	Non-Registered Mutual Funds	Empire Life Non-Registered Guaranteed Investment Funds
Deposit	\$150,000	\$150,000
Market value upon death	\$135,000	\$132,000
Deferred sales charges	\$6,750	Waived by Empire Life
Probate and estate fees	\$6,500	None
Death benefit top-up	None	\$18,000
Timing of payment	Several weeks or longer	A couple of weeks
Amount to beneficiaries	\$121,750	\$150,000

[†] The maturity and death benefit guarantees are reduced proportionately for withdrawals.

* Note that guarantees can only be reset when there is at least 10 years before the maturity date. For the 100% maturity benefit guarantee you must have a minimum 15 years before the maturity date.

